



Realtor Interview Questions

What will be the commission to sell my home?

The commission to sell your home through Bill Pomerenske-Bjorklund Realty will be 6%. Not the 7% charged by many other companies. The 6% fee includes 2.7% that will be given to the agent/company that brings in the buyer and 3.3% to Bjorklund Realty. The cost of marketing your home is included as part of the 3.3% paid to Bjorklund Realty. This includes listing on the MLS and numerous internet websites, all indoor and outdoor flyers, all signage, all marketing and facilitation of open houses, negotiation of sales price for you with the buyer side, and follow through of the entire process through closing.

Will there be any “administrative and/or processing fees” charged by Bjorklund Realty?

Absolutely not! The cost associated with processing your home transaction is part of the 6% fee. Ask other local companies and you will find that many will charge you an additional \$100-\$500 for their “administrative and/or processing fee”.

What is your guarantee?

I want every one of my clients to be 100% satisfied. If during the listing process you feel you are not getting the service you deserve, notify me of your concerns so we can discuss them. If I cannot rectify the situation to your satisfaction, the listing contract can be terminated immediately.

What is your education?

I have an undergraduate degree in Finance from the University of Minnesota’s Carlson School of Management, an MBA in Finance from the University of Connecticut, as well as ongoing real estate classes. I have also been recognized as one of Bjorklund’s top agents and have sat on the State Board of Standards.

Negotiating plays a key part in the transaction. What is your experience with the art of negotiation?

I taught Negotiation techniques workshops for two years to the Undergraduates at the University of Minnesota’s Carlson School of Management.

How will the realtor determine the price of my home?

I will pull all active, sold, pending, and canceled, listings of comparable properties for the past four months in an approximate ½ mile radius of your home and compile a comprehensive market analysis. I will then visit ALL active comparable homes to see their condition as they compare to your home. This will give an accurate estimate on your home’s value.



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